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SEC FILE NUMBER

8- 8/93

# ANNUAL AUDITED REPORT FORM X-17A-5 PART III

# FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

| Andrea Vadas Evancho, Treasurer  B. ACCOUNTANT IDENTIFICATION  INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*  Stokes & Hinds, LLC  (Name — if individual, state less, first, middle name)  9401 McKnight Road  Pittsburgh  PA  15237  (Address)  CHECK ONE:  CHECK ONE:  CHECK ONE:  CHECK ONE:  Accountant  Public Accountant  Public Accountant  Processed  MAR 20 2002  FOR OFFICIAL USE ONLY  THOMSON   |  | NING January 1, 2001 AND EN  | DING  |
|--|--|--|---|
| A ALCOUNTANT IDENTIFICATION  B. ACCOUNTANT IDENTIFICATION  B. ACCOUNTANT IDENTIFICATION  B. ACCOUNTANT IDENTIFICATION  B. ACCOUNTANT IDENTIFICATION  NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT  (Area Code — Telephone No.)  B. ACCOUNTANT IDENTIFICATION  NDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*  Stokes & Hinds, LLC  (Name — if individual, state last, forst, middle name)  9401 McKnight Road  Pittsburgh  PA  15237  (City)  (Cit |  | MM/DD/YY   | RECEIVED  |
| E. E. Powell & Company, Inc.  LDDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)  1100 Gulf Tower  (No. and Street)  Pittsburgh  PA  15219  (Ciry)  (State)  Cip Code)  NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT  Andrea Vadas Evancho, Treasurer  412-391-4594  (Area Code — Telephone No.)  B. ACCOUNTANT IDENTIFICATION  INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*  Stokes & Hinds, LLC  (Name — if individual, state last, first, middle name)  9401 McKnight Road  Pittsburgh  PA  15237  (Address)  (Ciry)  (State)  PROCESSED  MAR 2 0 2002  FOR OFFICIAL USE ONLY   |  | A. REGISTRANT IDENTIFICATION   | / MAR () 5 2002   |
| E. E. Powell & Company, Inc.  ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)  1100 Gulf Tower  (No. and Street)  Pittsburgh  PA  15219  (City)  (City)  (State)  Cip Code)  NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT  Andrea Vadas Evancho, Treasurer  412-391-4594  (Area Code — Telephone No.)  B. ACCOUNTANT IDENTIFICATION  INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*  Stokes & Hinds, LLC  (Name — if individual, state less, first, middle name)  9401 McKnight Road  Pittsburgh  PA  15237  (Address)  (City)  (State)  PROCESSED  PROCESSED  MAR 20 2002  FOR OFFICIAL USE ONLY  THOMSON  | NAME OF BROKER-DEALER:   |  |   |
| ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)  1100 Gulf Tower  (No. and Street)  PA 15219  (City) (State) (Zip Code)  NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT  Andrea Vadas Evancho, Treasurer 412-391-4594  (Area Code — Telephone No.)  B. ACCOUNTANT IDENTIFICATION  INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*  Stokes & Hinds, LLC  (Name — if individual, state less, first, middle name)  9401 McKnight Road Pittsburgh PA 15237  (Address) (City) (State)  PROCESSED  PROCESSED  PROCESSED  MAR 20 2002   | E. E. Powell & Company, Inc.   |  |   |
| Pittsburgh  (Ciry)  (State)  (Ciry)  (State)  (Ciry)  (State)  (Ciry)  (State)  (Ciry)  (Area AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT  Andrea Vadas Evancho, Treasurer  (Area Code — Telephone No.)  B. ACCOUNTANT IDENTIFICATION  (INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*  Stokes & Hinds, LLC  (Name — if individual, state less, first, middle name)  9401 McKnight Road  Pittsburgh  PA  15237  (Address)  (Ciry)  (State)  PROCESSED  PROCESSED  MAR 2 0 2002  FOR OFFICIAL USE ONLY  THOMSON  | ADDRESS OF PRINCIPAL PLACE (   | OF BUSINESS: (Do not use P.O. Box No.)   | GIRM ID. NO.  |
| Pittsburgh  (City)  (State)  (City)  (State)  (City)  (State)  (City)  (State)  (City)  (City)  (City)  (City)  (City)  (City)  (City)  (Area Code)   RAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT  Andrea Vadas Evancho, Treasurer  (Area Code — Telephone No.)  B. ACCOUNTANT IDENTIFICATION  INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*  Stokes & Hinds, LLC  (Name — If individual, state last, first, middle name)  9401 McKnight Road  Pittsburgh  PA  15237  (Address)  (City)  (State)  PROCESSED  MAR 2 0 2002  FOR OFFICIAL USE ONLY  THOMSON   | 1100 Gulf Tower  |  |   |
| (City) (State) (Zip Code)  NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT  Andrea Vadas Evancho, Treasurer 412-391-4594  (Area Code — Telephone No.)  B. ACCOUNTANT IDENTIFICATION  INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*  Stokes & Hinds, LLC  (Name — if individual, state last, first, middle name)  9401 McKnight Road Pittsburgh PA 15237  (Address) (City) (State) Zip Co  CHECK ONE:    Certified Public Accountant   PROCESSED     Accountant not resident in United States or any of its possessions.   MAR 2 0 2002  |  | (No. and Street)   |   |
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| (Name — if individual, state last, first, middle name)  9401 McKnight Road Pittsburgh PA 15237  (Address) (Ciry) (State) Zip Co  CHECK ONE:  Certified Public Accountant  Public Accountant  Accountant not resident in United States or any of its possessions.  FOR OFFICIAL USE ONLY  THOMSON   |  | B. ACCOUNTANT IDENTIFICATION   |   |
| 9401 McKnight Road Pittsburgh PA 15237  (Address) (City) (State)  PA 15237  (CHECK ONE:  Certified Public Accountant Public Accountant Accountant not resident in United States or any of its possessions.  FOR OFFICIAL USE ONLY  THOMSON   |  |  |   |
| (Address)  (City)  (State)  Zip Co  CHECK ONE:  Certified Public Accountant  Public Accountant  Accountant not resident in United States or any of its possessions.  FOR OFFICIAL USE ONLY  THOMSON  | INDEPENDENT PUBLIC ACCOUNT   |  |   |
| CHECK ONE:  Certified Public Accountant  Public Accountant  Accountant not resident in United States or any of its possessions.  FOR OFFICIAL USE ONLY  THOMSON  | INDEPENDENT PUBLIC ACCOUNT   | TANT whose opinion is contained in this Repo   | rt*   |
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| ☐ Certified Public Accountant ☐ Public Accountant ☐ Accountant not resident in United States or any of its possessions.  FOR OFFICIAL USE ONLY  PROCESSED  MAR 2 0 2002  THOMSON   | INDEPENDENT PUBLIC ACCOUNT<br>Stokes & Hinds, LLC<br>9401 McKnight Road                            | FANT whose opinion is contained in this Repo  (Name — if individual, state last, first, middle name)  Pittsburgh         | PA 15237  |
| Accountant not resident in United States or any of its possessions.  FOR OFFICIAL USE ONLY  THOMSON  | Stokes & Hinds, LLC  9401 McKnight Road  (Address)   | FANT whose opinion is contained in this Repo  (Name — if individual, state last, first, middle name)  Pittsburgh         | PA 15237 (State) Zip Code)                                  |
| FOR OFFICIAL USE ONLY THOMSON  | INDEPENDENT PUBLIC ACCOUNT<br>Stokes & Hinds, LLC<br>9401 McKnight Road<br>(Address)<br>CHECK ONE: | (Name — if individual, state last, first, middle name)  Pittsburgh  (City)   | PA 15237 (State) Zip Code)                                  |
| FOR OFFICIAL USE ONLY THOMSON  | Stokes & Hinds, LLC  9401 McKnight Road  (Address)  CHECK ONE:   Certified Public Accountant       | (Name — if individual, state last, first, middle name)  Pittsburgh  (Ciry)   | PA 15237 (State) Zip Code  PROCESSED                        |
|  | Stokes & Hinds, LLC  9401 McKnight Road  (Address)  CHECK ONE:   Certified Public Accountant       | (Name — if individual, state last, first, middle name)  Pittsburgh  (Ciry)   | PA 15237 (State) Zip Code  PROCESSED                        |
| FINANCIAL  | Stokes & Hinds, LLC  9401 McKnight Road  (Address)  CHECK ONE:     Certified Public Accountant     | (Name — if individual, state last, first, middle name)  Pittsburgh  (City)  nt  United States or any of its possessions. | PA 15237 (State) Zip Code  PROCESSED  MAR 2 0 2002  THOMSON |
| THOMSUN  | INDEPENDENT PUBLIC ACCOUNTS Stokes & Hinds, LLC  9401 McKnight Road                                | FANT whose opinion is contained in this Repo  (Name — if individual, state last, first, middle name)                     | PA 152:   |

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).



# OATH OR AFFIRMATION

| Andrea Vadas Evancho                                   | 1  |  |  |                           |
|--|--|--|--|---------------------------|
| ^) <del></del>   |  |  |  | or affirm) that, to the   |
| best of my knowledge and belief                        |  | icial statement and supp   | orting schedules per   | taining to the firm of    |
| E. E. Powell & Company,                                | INC.   |  |  | , as of                   |
| December 31  | . XX 2001, are true a  | nd correct. I further sw   | ear (or affirm) that   | neither the company       |
| nor any partner, proprietor, princ                     | cipal officer or director b  | as any proprietary intere  | st in any account cla  | issified soley as that of |
| a customer, except as follows:                         | · · · · · · · · · · · · · · · · · · ·  |  | •  |                           |
|  |  |  |  | · · · · · · · · · · · ·   |
|  | <del></del>  | <del></del>  |  | · ·                       |
| A Programme &  | 1  |  |  | <del></del>               |
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|  | r de la companya del companya de la companya del companya de la co | 5  | XQ5  | •                         |
|  |  | 1944   |  | 7                         |
|  | •  |  | Signature  | Arty 100 miles 100        |
|  |  | Treas  | suver  |                           |
|  | /  |  | Title  |                           |
| What he  | المراجعة الم | $= \frac{1}{2} \left( \frac{1}{2} + \frac$ | * '  |                           |
| Notary Public  | 700-   | Noterial Soal  |  | :                         |
| <b>2</b>   | Benita<br>Pittsbi<br>Mar Commi   | I. Simon, Motary Public<br>urgh, Allegherry County<br>ssion Expires Jan. 11, 2005  |  |                           |
|  |  | rsylvania Association of Nolaries  |  |                           |
| This report** contains (check all                      |  |  | Section 1. The section of the sectio |                           |
| (a) Facing page.                                       | **   |  |  |                           |
| (b) Statement of Financial (                           | Condition.   |  |  |                           |
| ☐ (c) Statement of Income (L                           | oss).  |  |  |                           |
| ☐ (d) Statement of Changes in                          | r Financial Condition.   |  |  |                           |
| (e) Statement of Changes in                            | a Stockholders' Equity o   | r Partners' or Sole Prop   | rietor's Capital.  |                           |
| ☐ (f) Statement of Changes in                          |  | to Claims of Creditors   | •  |                           |
| (g) Computation of Net Ca                              |  |  |  |                           |
| ☐ (h) Computation for Determ                           |  |  |  |                           |
| (i) Information Relating to                            |  | <u>-</u>   |  |                           |
| ☐ (j) A Reconciliation, include                        | ling appropriate explanat  | tion, of the Computation   | of Net Capital Un  | der Rule 15c3-1 and the   |
|  | mination of the Reserve  |  |  |                           |
| (k) A Reconciliation betwee solidation.                | n the audited and unaudi   | ted Statements of Financi  | al Condition with re   | spect to methods of con-  |
| (l) An Oath or Affirmation                             | n  |  |  | An analysis of the second |
| (i) An Oalit of Affirmation  (m) A copy of the SIPC Su |  |  |  | ng <del>sa</del> n        |
| (n) A report describing any i                          | <del>-</del> -   | nd to exict or found to have   | ve evicted cince the de  | ate of the neevious audit |
| a (ii) A report decironing diry i                      | rimeriai manedaanes 100  | ing to exist of loung to hav   | ec caisted silice the de   | m or me brossom andre     |

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

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Certified Public Accountants & Business Advisors

Members:

American and Pennsylvania Institutes of Certified Public Accountants

> Division for CPA Firms: SEC Practice Section

#### INDEPENDENT AUDITOR'S REPORT

To the Stockholders E. E. Powell & Company, Inc.

We have audited the accompanying statements of financial condition of E. E. Powell & Company, Inc. (the "Company") as of December 31, 2001 and 2000, and the related statements of income, changes in stockholders' equity, and cash flows for the years then ended that you are filing pursuant to Rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of E. E. Powell & Company, Inc. as of December 31, 2001 and 2000, and the results of its operations and its cash flows for the years then ended in conformity with accounting standards generally accepted in the United States of America.

Stokes & Hinds, LLC

January 18, 2002

9401 McKnight Road Pittsburgh, Pennsylvania 15237-6000

Phone 412-364-0590 Voice Mail 412-364-6070 Fax 412-364-6176

# E.E. POWELL & COMPANY, INC. STATEMENTS OF FINANCIAL CONDITION

**December 31, 2001 and 2000** 

| ASS | SET | S |
|-----|-----|---|

| ASSETS  |          |          |       | 0000    |
|---|----------|----------|-------|---------|
|   | <u> </u> | 2001     |       | 2000    |
| Cash  | \$       | 58,444   | \$    | 53,560  |
| Deposits with clearing organizations                          | Ψ        | 50,000   | Ψ.    | 50,000  |
| Net receivable from broker-dealers and clearing organizations |          | 302,967  |       | 264,006 |
| Securities owned:   |          | 002,00.  |       | 201,000 |
| Marketable, at market value                                   |          | 256,543  | 4.    | 307,277 |
| Not readily marketable, at estimated fair value               | i sai    | 141,746  | 7 77  | 98,645  |
| Furniture and equipment, less accumulated depreciation of     |          |          |       |         |
| \$146,887 and \$130,087, respectively                         |          | 25,973   | ·     | 37,785  |
| Prepaid expenses  | er yan i | 1,862    |       | 1,836   |
|   | · · · .  |          |       |         |
|   |          | 837,535  | \$    | 813,109 |
|   |          |          |       |         |
|   |          |          |       |         |
| LIABILITIES AND STOCKHOLDERS                                  | ' EQUIT  | Y        | \$ 1  |         |
| LIADII IZICO  |          |          | •     |         |
| LIABILITIES   |          |          | 1.    |         |
| Accounts payable and accrued expenses                         | \$       | 31,295   | \$    | 28,685  |
| Securities sold, not yet purchased, at market value           | Ψ.       | 61,879   | •     | 26,106  |
| Occurring 301d, not you paronabod, at market value            |          |          |       |         |
|   | 1.5      | 93,174   | * * . | 54,791  |
| Commitments and contingent liabilities                        |          |          |       |         |
|   |          |          |       |         |
| STOCKHOLDERS' EQUITY  |          |          |       | ing st. |
|   |          |          | - :   |         |
| Common stock, no par value, 100,000 shares authorized,        |          |          |       |         |
| 75,000 shares issued and outstanding                          |          | 741,749  |       | 741,749 |
| Paid in capital   |          | 8,251    |       | 8,251   |
| Retained earnings(deficit)                                    | <u> </u> | (5,639)  | 1 1 1 | 8,318   |
|   |          | 744,361  |       | 758,318 |
|   | <u> </u> | 1 00,777 | •     | 100,010 |
|   | \$       | 837.535  | \$    | 813.109 |

## STATEMENTS OF INCOME

# Years Ended December 31, 2001 and 2000

| Commissions         \$ 699,292         \$ 830,308           Net dealer inventory and investment gains         855,787         798,231           Mutual funds - direct sales         131,271         152,009           Interest and dividends         26,688         43,973           Other         15,655         15,794           EXPENSES         1,728,693         1,840,315           EXPENSES         2         1,869         1,234,363           Commissions and clearance fees         146,872         178,801           Communications and data processing         57,041         66,945           Occupancy and equipment rental         134,487         128,275           Interest         4,206         18,604           Taxes, other than income taxes         2,340         2,797           Other operating expenses         146,235         179,456           INCOME (LOSS) BEFORE INCOME TAXES         (13,957)         31,074           Provision for income taxes(benefit)         \$ (13,957)         \$ 31,074 |                                     | 2001        | 2000       |
|---|-------------------------------------|-------------|------------|
| Net dealer inventory and investment gains         855,787         798,231           Mutual funds - direct sales         131,271         152,009           Interest and dividends         26,688         43,973           Other         15,655         15,794           EXPENSES           Employee compensation and benefits         1,251,469         1,234,363           Commissions and clearance fees         146,872         178,801           Communications and data processing         57,041         66,945           Occupancy and equipment rental         134,487         128,275           Interest         4,206         18,604           Taxes, other than income taxes         2,340         2,797           Other operating expenses         146,235         179,456           INCOME (LOSS) BEFORE INCOME TAXES         (13,957)         31,074           Provision for income taxes(benefit)         -         -   | REVENUES                            |             |            |
| Net dealer inventory and investment gains         855,787         798,231           Mutual funds - direct sales         131,271         152,009           Interest and dividends         26,688         43,973           Other         15,655         15,794           EXPENSES           Employee compensation and benefits         1,251,469         1,234,363           Commissions and clearance fees         146,872         178,801           Communications and data processing         57,041         66,945           Occupancy and equipment rental         134,487         128,275           Interest         4,206         18,604           Taxes, other than income taxes         2,340         2,797           Other operating expenses         146,235         179,456           INCOME (LOSS) BEFORE INCOME TAXES         (13,957)         31,074           Provision for income taxes(benefit)         -         -   |                                     | ¢ 600,000   | Ф. 020.200 |
| Mutual funds - direct sales         131,271         152,009           Interest and dividends         26,688         43,973           Other         15,655         15,794           EXPENSES           Employee compensation and benefits         1,251,469         1,234,363           Commissions and clearance fees         146,872         178,801           Communications and data processing         57,041         66,945           Occupancy and equipment rental         134,487         128,275           Interest         4,206         18,604           Taxes, other than income taxes         2,340         2,797           Other operating expenses         146,235         179,456           INCOME (LOSS) BEFORE INCOME TAXES         (13,957)         31,074           Provision for income taxes(benefit)         -         -   |                                     |             |            |
| Interest and dividends Other         26,688 13,973 15,794           Other         15,655 15,794           Interest and dividends 15,655 15,794           EXPENSES         1,728,693 1,840,315           Employee compensation and benefits Commissions and clearance fees 146,872 178,801 Communications and data processing 57,041 66,945 Occupancy and equipment rental 134,487 128,275 Interest 4,206 18,604 Taxes, other than income taxes 2,340 2,797 Other operating expenses 146,235 179,456           INCOME (LOSS) BEFORE INCOME TAXES         1,742,650 1,809,241           Provision for income taxes (benefit)         -  |                                     |             |            |
| Other         15,655         15,794           EXPENSES           Employee compensation and benefits         1,251,469         1,234,363           Commissions and clearance fees         146,872         178,801           Communications and data processing         57,041         66,945           Occupancy and equipment rental         134,487         128,275           Interest         4,206         18,604           Taxes, other than income taxes         2,340         2,797           Other operating expenses         146,235         179,456           INCOME (LOSS) BEFORE INCOME TAXES         (13,957)         31,074           Provision for income taxes(benefit)         —         —  |                                     |             |            |
| EXPENSES       1,728,693       1,840,315         Employee compensation and benefits       1,251,469       1,234,363         Commissions and clearance fees       146,872       178,801         Communications and data processing       57,041       66,945         Occupancy and equipment rental       134,487       128,275         Interest       4,206       18,604         Taxes, other than income taxes       2,340       2,797         Other operating expenses       146,235       179,456         INCOME (LOSS) BEFORE INCOME TAXES       (13,957)       31,074         Provision for income taxes(benefit)       -       -  |                                     |             |            |
| EXPENSES         Employee compensation and benefits       1,251,469       1,234,363         Commissions and clearance fees       146,872       178,801         Communications and data processing       57,041       66,945         Occupancy and equipment rental       134,487       128,275         Interest       4,206       18,604         Taxes, other than income taxes       2,340       2,797         Other operating expenses       146,235       179,456         INCOME (LOSS) BEFORE INCOME TAXES       (13,957)       31,074         Provision for income taxes(benefit)       -       -  | Other                               | 15,655      | 15,794     |
| Employee compensation and benefits       1,251,469       1,234,363         Commissions and clearance fees       146,872       178,801         Communications and data processing       57,041       66,945         Occupancy and equipment rental       134,487       128,275         Interest       4,206       18,604         Taxes, other than income taxes       2,340       2,797         Other operating expenses       146,235       179,456         INCOME (LOSS) BEFORE INCOME TAXES       (13,957)       31,074         Provision for income taxes(benefit)       -       -   |                                     | 1,728,693   | 1,840,315  |
| Commissions and clearance fees       146,872       178,801         Communications and data processing       57,041       66,945         Occupancy and equipment rental       134,487       128,275         Interest       4,206       18,604         Taxes, other than income taxes       2,340       2,797         Other operating expenses       146,235       179,456         INCOME (LOSS) BEFORE INCOME TAXES       (13,957)       31,074         Provision for income taxes(benefit)       —       —  | EXPENSES                            |             |            |
| Commissions and clearance fees       146,872       178,801         Communications and data processing       57,041       66,945         Occupancy and equipment rental       134,487       128,275         Interest       4,206       18,604         Taxes, other than income taxes       2,340       2,797         Other operating expenses       146,235       179,456         INCOME (LOSS) BEFORE INCOME TAXES       (13,957)       31,074         Provision for income taxes(benefit)       —       —  | Employee compensation and benefits  | 1 251 469   | 1 234 363  |
| Communications and data processing       57,041       66,945         Occupancy and equipment rental       134,487       128,275         Interest       4,206       18,604         Taxes, other than income taxes       2,340       2,797         Other operating expenses       146,235       179,456         INCOME (LOSS) BEFORE INCOME TAXES       (13,957)       31,074         Provision for income taxes(benefit)       —       —   |                                     |             |            |
| Occupancy and equipment rental         134,487         128,275           Interest         4,206         18,604           Taxes, other than income taxes         2,340         2,797           Other operating expenses         146,235         179,456           INCOME (LOSS) BEFORE INCOME TAXES         (13,957)         31,074           Provision for income taxes(benefit)         —         —  |                                     |             |            |
| Interest         4,206         18,604           Taxes, other than income taxes         2,340         2,797           Other operating expenses         146,235         179,456           INCOME (LOSS) BEFORE INCOME TAXES         (13,957)         31,074           Provision for income taxes(benefit)         -         -   |                                     |             |            |
| Taxes, other than income taxes         2,340         2,797           Other operating expenses         146,235         179,456           INCOME (LOSS) BEFORE INCOME TAXES         (13,957)         31,074           Provision for income taxes(benefit)         —         —   |                                     |             |            |
| Other operating expenses         146,235         179,456           1,742,650         1,809,241           INCOME (LOSS) BEFORE INCOME TAXES         (13,957)         31,074           Provision for income taxes(benefit)         —         —  |                                     |             |            |
| INCOME (LOSS) BEFORE INCOME TAXES (13,957) 31,074  Provision for income taxes(benefit)  |                                     |             |            |
| Provision for income taxes(benefit)   |                                     | 1,742,650   | 1,809,241  |
|   | INCOME (LOSS) BEFORE INCOME TAXES   | (13,957)    | 31,074     |
| NET INCOME (LOSS) \$ (13,957) \$ 31,074   | Provision for income taxes(benefit) |             |            |
|   | NET INCOME (LOSS)                   | \$ (13,957) | \$ 31,074  |

## STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY

## Years Ended December 31, 2001 and 2000

|                              | Common<br>Stock | Paid-In<br>Capital | Retained<br>Earnings<br>(Deficit) | Total      |
|------------------------------|-----------------|--------------------|-----------------------------------|------------|
| BALANCE AT JANUARY 1, 2000   | \$ 741,749      | \$ 8,251           | \$ (22,756)                       | \$ 727,244 |
| Net income                   |                 |                    | 31,074                            | 31,074     |
| BALANCE AT DECEMBER 31, 2000 | 741,749         | 8,251              | 8,318                             | 758,318    |
| Net loss                     |                 |                    | (13,957)                          | (13,957)   |
| BALANCE AT DECEMBER 31, 2001 | \$ 741,749      | \$ 8,251           | \$ (5,639)                        | \$ 744,361 |

# E.E. POWELL & COMPANY, INC. STATEMENTS OF CASH FLOWS

# Years Ended December 31, 2001 and 2000

|  |             | 2001     | 2000  |
|--|-------------|----------|---|
| OPERATING ACTIVITIES                                   |             |          | ting the second of the second |
| Net income (loss)                                      | \$          | (13,957) | \$ 31,074   |
| Adjustments to reconcile net income (loss) to net cash |             |          |   |
| provided by operating activities                       |             |          |   |
| Depreciation   |             | 16,800   | 13,860  |
| (Increase)decrease in:                                 |             |          |   |
| Net receivable from broker-dealers and clearing        |             |          |   |
| organizations  |             | (38,961) | (18,731)  |
| Securities owned                                       |             | 7,633    | 1,587   |
| Prepaid expenses                                       |             | (26)     | 1,957   |
| Increase(decrease) in:                                 |             | 6.0.0    | (0.4.05.4)  |
| Accounts payable and accrued expenses                  |             | 2,610    | (34,854)  |
| Securities sold, net yet purchased                     | <del></del> | 35,773_  | 25,884  |
| NET CASH PROVIDED BY OPERATING ACTIVITIES              |             | 9,872    | 20,777  |
| INVESTING ACTIVITIES                                   |             |          |   |
| Purchase of equipment                                  |             | (4,988)  | (18,425)  |
|  | 4           |          |   |
| NET INCREASE IN CASH                                   |             | 4,884    | 2,352   |
| CASH AT BEGINNING OF YEAR                              |             | 53,560   | 51,208  |
| CASH AT END OF YEAR                                    | <b>.</b>    | 58,444   | \$ 53,560   |
|  |             |          |   |
| SUPPLEMENTAL CASH FLOW DISCLOSURES                     |             |          |   |
| Interest paid  | <u>\$</u>   | 4,206    | \$ 18,604   |
| Income taxes paid                                      | <u>\$</u>   |          | \$  |
|  |             |          |   |

# E. E. POWELL & COMPANY, INC. NOTES TO FINANCIAL STATEMENTS

December 31, 2001 and 2000

#### **NOTE A - ORGANIZATION AND NATURE OF BUSINESS**

E. E. Powell & Company, Inc. (the "Company") is a broker-dealer registered with the Securities and Exchange Commission (SEC) and is a member of various exchanges and the National Association of Securities Dealers, Inc.

On April 3, 1994, the Company went fully disclosed, thereby becoming an introducing broker. By doing such, the Company can accept customer orders but elects to clear through another broker. In this arrangement, the Company accepts the customers' orders and the clearing brokers clear the trades. Either party may initiate the execution of a trade. The clearing broker processes and settles the customer transactions for the Company and maintains detailed customer records. The Company no longer carries security accounts for customers or performs custodial functions relating to customer securities.

#### NOTE B - SIGNIFICANT ACCOUNTING POLICIES

Securities Transactions - Generally accepted accounting principles require that customers' and proprietary securities transactions and the related commission income and expense be recorded on a trade date basis. In keeping with industry practices, the Company records such transactions on a settlement date basis. The difference between the two methods was not significant to the financial statements at December 31, 2001 and 2000.

Amounts receivable and payable for securities transactions that have not reached their contractual settlement date are recorded net on the statement of financial condition. Interest is earned on the amounts receivable throughout the year and is charged on amounts payable throughout the year.

Marketable securities are valued at market value, and securities not readily marketable are valued at fair value as determined by management. The resulting difference between cost and market (or fair value) is included in income.

**Commissions** - Commissions and related clearing expenses are recorded on a settlement date basis as securities transactions occur.

**Depreciation** - Depreciation is provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated useful lives. Accelerated methods of depreciation are followed for all assets for financial reporting purposes.

Income Taxes - Income taxes are provided for the tax effects of transactions reported in the financial statements and consist of taxes currently due plus deferred taxes. Deferred taxes are recognized for differences between the basis of assets and liabilities for financial statement and income tax purposes. The deferred tax assets and liabilities represent the future tax return consequences of those differences, which will either be taxable or deductible when the assets and liabilities are recovered or settled. For 2001 and 2000 there were no material book/tax differences.

#### **NOTES TO FINANCIAL STATEMENTS**

December 31, 2001 and 2000

#### **NOTE B - SIGNIFICANT ACCOUNTING POLICIES**

**Compensated Absences** - Employees of the Company are entitled to paid vacations, sick days and personal days off, depending on job classification, length of service, and other factors. It is impracticable to estimate the amount of compensation for future absences, and, accordingly, no liability has been recorded in the accompanying statement of financial condition. The Company's policy is to recognize the costs of compensated absences when actually paid.

**Statement of Cash Flows** - For purposes of the Statement of Cash Flows, the Company has defined cash equivalents as highly liquid investments, with original maturities of less than 90 days, that are not held for sale in the ordinary course of business.

**Use of Estimates** - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

# NOTE C - RECEIVABLE FROM AND PAYABLE TO BROKER-DEALERS AND CLEARING ORGANIZATIONS

|                          | 2001                          | 2000               |
|--------------------------|-------------------------------|--------------------|
|                          | Receivable Payable            | Receivable Payable |
|                          |                               |                    |
| Receivable from clearing |                               |                    |
| organizations            | <u>\$302,967</u> <u>\$ - </u> | <u>\$ 264,006</u>  |

#### NOTE D - SECURITIES OWNED AND SOLD, NOT YET PURCHASED

Marketable securities owned and sold, not yet purchased, consist of trading and investment securities recorded at market value, as follows:

|                                 | 20               | 01               | 200              | 00               |
|---------------------------------|------------------|------------------|------------------|------------------|
|                                 |                  | Sold<br>Not Yet  |                  | Sold<br>Not Yet  |
|                                 | Owned            | <u>Purchased</u> | <u>Owned</u>     | <u>Purchased</u> |
| State and municipal obligations | \$ 98,163        | \$ -             | \$ 29,467        | \$ -             |
| Corporate stocks Stock warrants | 296,826<br>3,300 | 61,879<br>-      | 373,155<br>3,300 | 26,106<br>-      |
|                                 |                  | 0.4.070          |                  | 00.400           |
|                                 | <u>\$398,289</u> | <u>\$ 61,879</u> | <u>\$405,922</u> | <u>\$ 26,106</u> |

#### NOTES TO FINANCIAL STATEMENTS

December 31, 2001 and 2000

#### NOTE D - SECURITIES OWNED AND SOLD, NOT YET PURCHASED (CONTINUED)

Securities not readily marketable include investment securities (a) for which there is no market on a securities exchange or no independent publicly quoted market, (b) that cannot be publicly offered or sold unless registration has been effected under the Securities Act of 1933, or (c) that cannot be offered or sold because of other arrangements, restrictions, or conditions applicable to the securities or to the Company.

At December 31, 2001 and 2000, these securities at estimated fair values consist of the following:

2001 2000

Equities <u>\$141,746</u> <u>\$98,645</u>

#### **NOTE E - COMMITMENTS**

The Company has obligations under an operating lease with initial noncancellable terms in excess of one year at December 31, 2001. Aggregate future minimum annual rentals for office space are listed below:

2002 <u>\$44,100</u>

Rent expense attributable to this lease for the year ended December 31, 2001 and 2000, aggregated \$77,578 and \$76,321, respectively.

#### **NOTE F - CONTINGENCY**

During 1999, the Company was named as a defendant in a civil suit filed under federal and state securities laws and related common laws. The action attempts to certify a class and alleges certain securities and common law claims against numerous defendants arising out of the sale of stock in a now defunct company. The only involvement of the Company was their acting as a stock broker in the purchase and sale of shares of the company. Plaintiffs are seeking damages in an unspecified amount. The ultimate outcome of this litigation is unknown at this time.

#### **NOTE G - NET CAPITAL REQUIREMENTS**

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (Rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1 (and the rule of the "applicable" exchange also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1). At December 31, 2001, the Company had net capital of \$513,653. At December 31, 2001, the Company's net capital was \$263,653 in excess of required net capital of \$250,000. The Company's net capital ratio was .06 to 1 at December 31, 2001.

# E. E. POWELL & COMPANY, INC. NOTES TO FINANCIAL STATEMENTS December 31, 2001 and 2000

#### **NOTE H - CONCENTRATION OF CREDIT RISK**

At various times during the year ended December 31, 2001, the Company maintained bank accounts with statement balances in excess of the FDIC insured amount of \$ 100,000 in one Pittsburgh bank.

#### NOTE I - FINANCIAL INSTRUMENTS WITH OFF-BALANCE SHEET RISK

In the normal course of business, the Company's customer and correspondent clearance activities involve the execution, settlement, and financing of various customer securities transactions. These activities may expose the Company to off-balance-sheet risk in the event the customer or other broker is unable to fulfill its contracted obligations and the Company has to purchase or sell the financial instrument underlying the contract at a loss.

In addition, the Company has sold securities that it does not currently own and will therefore be obligated to purchase such securities at a future date. The Company has recorded these obligations in the financial statements at December 31, 2001 and 2000, at the market value of the related securities and will incur a loss if the market value of the securities increases subsequent to December 31, 2001 and 2000.

#### **NOTE J - PROFIT-SHARING PLAN**

The Company has a profit-sharing (defined contribution) retirement plan covering substantially all employees with one year of service. The amount of the contribution to the plan is determined annually by the Board of Directors and may vary from zero to fifteen percent of covered compensation.

It is the Company's policy to expense contributions each year and to fund such cost. The amounts contributed to the profit-sharing plan for the years ended December 31, 2001 and 2000 was \$0.

#### **NOTE K - INCOME TAX EXPENSE (BENEFIT)**

The Company has state net operating loss carryforwards at December 31, 2001 of approximately \$73,500 that expire from December 31, 2007 to December 31, 2009. The deferred tax benefit provided by the net operating losses has been fully reserved.

#### **NOTE L - REGULATORY EXEMPTIONS**

The Company is a broker-dealer exempt from Securities and Exchange Commission rule 15c3-3 and therefore has not included the schedules entitled "Computation for Determination of Reserve Requirements Under Rule 15c3-3" and "Information for Possession or Control Requirements Under Rule 15c3-3" in the supplementary information of this report. The Company has been designated as an exempt broker-dealer under exemption (k)(2)(ii), "Introducing firms that clear general securities transactions through another broker-dealer on a fully disclosed basis."

SUPPLEMENTARY INFORMATION



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INDEPENDENT AUDITOR'S REPORT ON SUPPLEMENTARY
INFORMATION REQUIRED BY RULE 17A-5 OF THE SECURITIES AND
EXCHANGE COMMISSION

To the Stockholders E. E. Powell & Company, Inc.

We have audited the accompanying financial statements of E. E. Powell & Company, Inc. as of and for the years ended December 31, 2001 and 2000, and have issued our report thereon dated January 18, 2002. Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in the Schedule for the Computation of Net Capital Under Rule 15c3-1 of the Securities and Exchange Commission is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities and Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Stokes & Hinds, LLC

January 18, 2002

9401 McKnight Road Pittsburgh, Pennsylvania 15237-6000

Phone 412-364-0590 Voice Mail 412-364-6070

Fax 412-364-6176

# SCHEDULE FOR THE COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION

**December 31, 2001** 

## **NET CAPITAL**

| Total stockholders' equity  | \$    | 744,361         |
|---|-------|-----------------|
| Deductions and/or charges:  |       |                 |
| Non-allowable assets  |       |                 |
| Securities not readily marketable   |       | 141,746         |
| Furniture and equipment, net Other assets                                   | - :   | 25,973<br>2,012 |
| Other assets  | . ——— | 2,012           |
| Other deductions and/or charges   |       | 169,731         |
|   |       |                 |
| Net capital before haircuts on securities positions (Tentative net capital) |       | 574,630         |
|   |       |                 |
| Haircuts on securities (computed, where applicable,                         |       |                 |
| pursuant to rule 15c3-1(f))   |       |                 |
| Trading and investment securities   |       |                 |
|   |       | 0.074           |
| Debt securities Other securities  | -     | 6,871<br>48,698 |
|   |       |                 |
|   |       | 55,569          |
| Undue concentrations  |       | 5,408           |
| Official ations   |       | 0,400           |
|   |       | 60,977          |
|   | •     | 513,653         |
| Net capital   | Ψ     |                 |

# SCHEDULE FOR THE COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION

**December 31, 2001** 

## **AGGREGATE INDEBTEDNESS**

| Items included in statement of financial condition: Accounts payable and accrued expenses              | \$        | 31,29    |
|--|-----------|----------|
| Total aggregate indebtedness   | \$        | 31,29    |
| OMPUTATION OF BASIC NET CAPITAL REQUIREMENT  |           |          |
| Minimum net capital required (6-2/3% of aggregate indebtedness)  | \$        | 2,08     |
| Minimum dollar net capital required  |           | 250,00   |
| Net capital requirement  | \$        | 250,00   |
| Excess net capital   | <u>\$</u> | 263,65   |
| Excess net capital at 1000%  | \$        | 510,52   |
| Ratio: Aggregate indebtedness to net capital   |           | .06 to 1 |
| ECONCILIATION WITH COMPANY'S COMPUTATION (Included in Part II of Form X-17A-5 as of December 31, 2001) |           |          |
| Net capital, as reported in Company's Part II (unaudited) Focus Report                                 | <u>\$</u> | 513,65   |
| Net capital page 11  | \$        | 513,6    |



Certified Public Accountants & Business Advisors

#### INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL REQUIRED BY SEC RULE 17a-5 FOR A BROKER-DEALER CLAIMING AN EXEMPTION FROM SEC RULE 15c3-3

To the Stockholders
E. E. Powell & Company, Inc.

In planning and performing our audit of the financial statements and the supplemental schedule of E. E. Powell & Company, Inc. (the "Company") for the year ended December 31, 2001, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities Exchange Commission (the "Commission"), we have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons
- Recordation of differences required by rule 17a-13
- Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulations T of the Board of Governors of the Federal Reserve System

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the Commission's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

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Because of inherent limitations in any internal control or the practices and procedures referred to above, errors or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of the internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that errors or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including procedures for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2001, to meet the Commission's objectives.

This report is intended solely for the information and use of management, the Securities and Exchange Commission, the National Association of Securities Dealers, Inc., and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Stoles & Hinds, LLC

January 18, 2002

E. E. POWELL & COMPANY, INC.

FINANCIAL STATEMENTS

AND

SUPPLEMENTARY INFORMATION

December 31, 2001 and 2000